Company Tracking Number: STP APP.09

TOI: A031 Individual Annuities - Deferred Variable Sub-TOI: A031.002 Flexible Premium

Product Name: E-App (Jan, 2009)

Project Name/Number: /

## Filing at a Glance

Company: John Hancock Life Insurance Company (U.S.A.)

Product Name: E-App (Jan, 2009) SERFF Tr Num: MALF-125999159 State: ArkansasLH TOI: A03I Individual Annuities - Deferred SERFF Status: Closed State Tr Num: 41920

Variable

Sub-TOI: A03I.002 Flexible Premium Co Tr Num: STP APP.09 State Status: Approved-Closed

Filing Type: Form Co Status: Reviewer(s): Linda Bird

Authors: Nancy Leto, Kathy

Dowdell

Date Submitted: 01/26/2009 Disposition Status: Approved

Implementation Date Requested: On Approval Implementation Date:

State Filing Description:

#### **General Information**

Project Name: Status of Filing in Domicile: Not Filed

Project Number: Date Approved in Domicile:

Requested Filing Mode: Review & Approval Domicile Status Comments: Form is exempt

from prior approval in our domicile state of

Disposition Date: 01/29/2009

Michigan per Order No. 97-010M

Explanation for Combination/Other:

Submission Type: New Submission

Overall Rate Impact:

Market Type: Individual

Group Market Size:

Group Market Type:

Filing Status Changed: 01/29/2009

State Status Changed: 01/29/2009 Deemer Date:

Corresponding Filing Tracking Number:

Filing Description:

The attached application is hereby submitted for your review and approval. This is a new form and does not replace any form previously approved by your Department. Please note the form is exempt from prior approval in our domicile state of Michigan per Order No. 97-010M, as reported in Michigan Insurance Bulletin No. 97-3. This submission contains no unusual or possibly controversial items from the standpoint of normal company or industry standards.

Company Tracking Number: STP APP.09

TOI: A031 Individual Annuities - Deferred Variable Sub-TOI: A031.002 Flexible Premium

Product Name: E-App (Jan, 2009)

Project Name/Number:

This form will be used for electronically-submitted variable annuity business. The client-specific data and product-related choices made by the client will be completed electronically. A hardcopy of the completed application will then be produced for signatures. The submitted form represents the hardcopy of the final printed form, subject only to minor variations in color, paper stock, duplexing, fonts and positioning. (Note: for business that is NOT submitted electronically, other previously-approved applications will continue to be used.)

The form will be used for electronic business submitted by representatives of broker-dealers who have selling agreements with John Hancock Life Insurance Company (U.S.A.) and John Hancock Distributors, LLC. Registered representatives are appointed by John Hancock (U.S.A). The Application will be available for use upon systems implementation or approval by your jurisdiction, if later.

This application will be used to apply electronically for the previously approved contracts listed below or with contracts subsequently approved in your states.

FORM NUMBER ORIGINAL APPROVAL DATE

VENTURE.100\* 09/18/00\* VENTURE-VA.AW.07 & VENTURE-VA.B.07 8/17/07

\*The contract was originally approved under our prior company name and most recently, under John Hancock Life Insurance Company (U.S.A) with our name change submission, effective January 01, 2005.

The application contains variable bracketed items for which we have provided details in the statement of variability also included with this submission. The bracketed items allow for flexibility based on individual contract owner, or by class of owner. As such, the information provided within the brackets in these forms represents sample specifications. Any future modifications to the bracketed items would be based on the variability described in the statement of variability. Any modifications by class of owner would be determined by us and would be made on a prospective basis only in a manner that is not unfairly discriminatory, subject to the laws of your state.

Each of the base contracts with which this application may be used is a security subject to federal regulation and must comply with the requirements of the Securities and Exchange Commission. Therefore, this form is exempt from readability requirements as intended for use with forms subject to the Federal SEC jurisdiction.

Company Tracking Number: STP APP.09

TOI: A031 Individual Annuities - Deferred Variable Sub-TOI: A031.002 Flexible Premium

Product Name: E-App (Jan, 2009)

Project Name/Number:

State certifications and/or filing fees, if any are also being submitted.

# **Company and Contact**

#### **Filing Contact Information**

Nancy Leto, nburns@jhancock.com
601 Congress St. (617) 663-3720 [Phone]
Boston , MA 02210-2805 (617) 663-3150[FAX]

**Filing Company Information** 

John Hancock Life Insurance Company CoCode: 65838 State of Domicile: Michigan

(U.S.A.)

601 Congress St. Group Code: Company Type: Life Boston, MA 02210-2805 Group Name: State ID Number:

(617) 663-3000 ext. [Phone] FEIN Number: 01-0233346

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# **Filing Fees**

Fee Required? Yes
Fee Amount: \$20.00
Retaliatory? No

Fee Explanation: 1 form X \$20.00 per form for form filed separately from contract.

Per Company: No

COMPANY AMOUNT DATE PROCESSED TRANSACTION #

John Hancock Life Insurance Company \$20.00 01/26/2009 25257686

(U.S.A.)

Company Tracking Number: STP APP.09

TOI: A03I Individual Annuities - Deferred Variable Sub-TOI: A03I.002 Flexible Premium

Product Name: E-App (Jan, 2009)

Project Name/Number:

# **Correspondence Summary**

## **Dispositions**

Status	Created By	Created On	Date Submitted
Approved	Linda Bird	01/29/2009	01/29/2009

Company Tracking Number: STP APP.09

TOI: A03I Individual Annuities - Deferred Variable Sub-TOI: A03I.002 Flexible Premium

Product Name: E-App (Jan, 2009)

Project Name/Number: /

# **Disposition**

Disposition Date: 01/29/2009

Implementation Date: Status: Approved

Comment:

Rate data does NOT apply to filing.

Company Tracking Number: STP APP.09

TOI: A03I Individual Annuities - Deferred Variable Sub-TOI: A03I.002 Flexible Premium

Product Name: E-App (Jan, 2009)

Project Name/Number: /

Item Type	Item Name	Item Status	Public Access
Supporting Document	Flesch Certification		No
Supporting Document	Application		Yes
Supporting Document	Life & Annuity - Acturial Memo		No
Supporting Document	Statement of Variability		Yes
Supporting Document	Certifications		Yes
Form	Application		Yes

Company Tracking Number: STP APP.09

TOI: A03I Individual Annuities - Deferred Variable Sub-TOI: A03I.002 Flexible Premium

Product Name: E-App (Jan, 2009)

Project Name/Number: /

# **Form Schedule**

#### **Lead Form Number:**

Review	Form	Form Type Form Name	Action	Action Specific	Readability	Attachment
Status	Number			Data		
	STP	Application/Application	Initial		0	e-app (J Doe-
	APP.09	Enrollment				Bracketed).pd
		Form				f

Address: [P.O. Box 9506, Portsmouth, NH 03802-9506]

Overnight mailing address: [164 Corporate Drive, Portsmouth NH 03801-6815]

Home Office: Bloomfield Hills, MI Phone: [800-334-1029]

Web Address: [www.jhannuities.com]

#### John Hancock Life Insurance Company (U.S.A.)

Product: [_VENTURE III	Purchase Payment \$_2,000		
Application solicited in the state ofMA	1234567 Client Brokerage Account Number		
Owner   Male  Female  Trust/Entity	Co-owner		
_John Q. Doe Owner's Name (First, Middle, Last or Name of Trust/Entity)	Co-owner's Name (First, Middle, Last or Name of Trust/Entity)		
_1 Main St Mailing Address	Mailing Address		
Residential Address (Required if different from mailing or address is PO Box)	Residential Address (Required if different from mailing or address is PO Box)		
_Anytown, MA 02222City, State, Zip	City, State, Zip		
03/17/1962	Date of Birth (mm/dd/yyyy)  Social Security/Tax Identification Number		
_jdoe@myemail.com	E-Mail Address		
Annuitant   ☑ Male ☐ Female	Co-annuitant		
_John Q. Doe Annitants Name (First, Middle, Last or Name of Trust/Entity)	Co-annuitant's Name (First, Middle, Last or Name of Trust/Entity)		
_1 Main St	Mailing Address		
Residential Address (Required if different from mailing or address is PO Box)	Residential Address (Required if different from mailing or address is PO Box)		
_Anytown, MA 02222	City, State, Zip		
333-3333	Date of Birth (mm/dd/yyyy)  Social Security/Tax Identification Number		
_jdoe@myemail.com	E-Mail Address		

ANNUITY PAYMENTS AND TERMINATION VALUES PROVIDED BY THIS CONTRACT ARE VARIABLE AND ARE NOT GUARANTEED AS TO FIXED DOLLAR AMOUNT.

Ber	eficiary/ies	(Total % of proceeds	s to primary benef	iciaries must e	equal 100%)	
benef	re are co-owners, the surviv ficiary(ies), please completo ry beneficiary(ies) pre-deco	the separate Restricte				
Role	Beneficiary's Name	% of Proceeds	Date of Birth	Gender	Social Security No.	Relationship to Owner
_P	_Jane_JDoe	100%	07/15/1965	F	444-44-4444	Spouse
Sou	ntract Type/ Irce of Funds Ct Payment Check \$ 2,0	Non-Qualified  whership Type		F	ntribution for Tax Ye Plan Type[_Traditional ed Amount \$	_
		ohn Hancock Life mpany (U.S.A.))			ransfer/Rollover	
	Wire \$		<del></del> -	-qualified 103 ual Fund/CD/	Other Redemption	
[Dea	nth Benefit					
(Availa	able at the time of application	on and cannot be cance	led once elected	. Age restric	tions may apply.)	
X .	Annual Step-Up Death Be _	enefit	]]			
[Opt	ional Withdrawal Bo	enefit				
	lable at the time of app stment restrictions appl		be canceled o	nce electe	ed. Age restrictions	may apply.
X	_Income Plus for LIfe - Join _	t Life	]]			

# **Remarks**

#### **Automatic Rebalancing**

If marked, the Contract Value, excluding amounts in the fixed account investment options, will be automatically rebalanced as indicated by variable Investment Allocations elected below, unless subsequently changed. Initial Payment must be allocated to at least 2 variable investment options in order to participate in Automatic Rebalancing.

If a policyholder elects to participate in Automatic Rebalancing, the total value of the variable portfolios must be included in the program. Therefore, fund exchanges and subsequent payments received and applied to portfolios in percentages different from the current rebalancing allocation will be rebalanced at the next date of rebalancing unless the subsequent payments are allocated to the fixed account investment options. Automatic Rebalancing not available if you are participating in a Dollar Cost Averaging program from a Variable Portfolio. Automatic Rebalancing will occur at the end of each calendar quarter if you elect an Asset Allocation Model with a Guaranteed Minimum WIthdrawal Benefit Rider.

Rebalancing will occur on the 25th of the month	(or next business day); plea	ase indicate frequency.	If no frequency is indicated	, then
Automatic Rebalancing will occur Quarterly:				

	$\square$ Semi-Annually (June	& December) $\Box$ Annually (Decemb	er)
itial Investme	nt Allocations		
Fund Manager		Fund Name	% to Allocate
_T.Rowe Price		Capital Appreciation Value	%
Wellington Manage	ement	_ Mid Cap Stock	40%
		_12 Month DCA	25%
			%
			%
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#### **State Disclosures**

For Applicants in all states except [AK, AZ, CO, DE, DC, FL, ID, IN, KY, ME, NE, NJ, NM, OH, OK, OR, PA, TN, VA, WA]: Any person who knowingly presents a false or fraudulent claim for payment of a loss or benefit or knowingly presents false information in an application for insurance is guilty of a crime and may be subject to fines and confinement in prison.

[For AK Applicants: A person who knowingly and with intent to injure, defraud, or deceive an insurance company files a claim containing false, incomplete, or misleading information may be prosecuted under state law.

**For AZ Applicants:** On written request, the Company is required to provide you, within a reasonable time, factual information regarding the benefits and provisions of your annuity contract. If, for any reason you are not satisfied with your annuity contract, you may return it within ten days, OR WITHIN THIRTY DAYS IF YOU ARE SIXTY-FIVE YEARS OF AGE OR OLDER ON THE DATE OF THE APPLICATION FOR YOUR ANNUITY CONTRACT, after the contract is delivered and receive a refund of all monies paid. For your protection, state law required the following statements to appear on this form. Any person who knowingly presents a false or fraudulent claim for payment of a loss is subject to criminal and civil penalties.

**For CO Applicants:** It is unlawful to knowingly provide false, incomplete, or misleading facts or information to an insurance company for the purpose of defrauding or attempting to defraud the company. Penalties may include imprisonment, fines, denial of insurance, and civil damages. Any insurance company or agent of an insurance company who knowingly provides false, incomplete, or misleading facts or information to a policyholder or claimant for the purpose of defrauding or attempting to defraud the policyholder or claimant with regard to a settlement or award payable from insurance proceeds shall be reported to the Colorado Division of Insurance within the Department of Regulatory Agencies.

**For DE, ID, IN, OK Applicants:** Any person who knowingly and with intent to injure, defraud, or deceive an insurance company files a statement of claim containing false, incomplete, or misleading information is guilty of a felony.

**For DC Applicants:** WARNING: It is a crime to provide false or misleading information to an insurer for the purpose of defrauding the insurer or any other person. Penalties include imprisonment and/or fines. In addition, an insurer may deny insurance benefits if false information materially related to a claim was provided by the applicant.

For FL Applicants: Any person who knowingly and with intent to injure, defraud, or deceive an insurance company files a statement of claim or an application containing any false, incomplete, or misleading information is guilty of a felony of the third degree.

**For KY, NE, PA Applicants:** Any person who knowingly and with intent to defraud any insurance company or other person files an application for insurance containing any materially false information or conceals, for the purpose of misleading, information concerning any fact material thereto commits a fraudulent insurance act, which is a crime and subjects such person to criminal and civil penalties.

**For MD Applicants:** Any person who knowingly and willfully presents a false or fraudulent claim for payment of a loss or benefit or who knowingly and willfully presents false information in an application for insurance is guilty of a crime and may be subject to fines and confinement in prison.

**For ME, TN, VA, WA Applicants:** It is a crime to knowingly provide false, incomplete or misleading information to an insurance company for the purpose of defrauding the company. Penalties may include imprisonment, fines or a denial of insurance benefits.

**For NJ Applicants:** Any person who includes any false or misleading information on an application for an insurance policy is subject to criminal and civil penalties.

**For NM Applicants:** Any person who knowingly presents a false or fraudulent claim for payment of a loss or benefit or knowingly presents false information in an application for insurance is guilty of a crime and may be subject to civil fines and criminal penalties.

**For OH Residents:** Any person who, with intent to defraud or knowing that he is facilitating a fraud against an insurer, submits an application or files a claim containing a false or deceptive statement is guilty of insurance fraud.

**For OR Residents:** Any person who knowingly presents a false or fraudulent claim for payment of a loss or benefit or knowingly presents false information in an application for insurance may be guilty of a crime and may be subject to fines and confinement in prison.]

Military Sales Is the annuitant or owner an active member of the U.S. Armed Forces? U Yes U No
If you answered "yes", please complete and attach a "Military Personnel Financial Services Disclosure" form (available on www. jhannuities.com).
This product is not specifically designed for or marketed to active duty military personnel. Applications not complying with our military sales
procedures will not be accepted.
FD - mained For Collifornia Commanda//Ameritant/a) CO an aldem and

#### [Required For California Owner(s)/Annuitant(s) 60 or older only

Payment to the Money Market portfolio.
the Right to Review period. Please check one of the following boxes. If you do not check one of these boxes, we will allocate your
Contract during this 30-day period will depend on the election below which designates where your Payments will be allocated during
Under California law, there is a 30 Day Right to Review your contract. The amount that will be returned to you if you cancel your

		We wish to immediately invest in the variable Investment Options elected in Initial Investment section. If my/our contract scanceled within 30 days, the Contract Value will be returned to me/us.
	13	s canceled within 50 days, the Contract value will be returned to me/us.
Γ	I,	/We authorize the company to allocate my Payment to the Money Market portfolio for a period of 35 calendar days. On the
L	3	35th day (or next business day) transfer my Contract Value to the investment selection(s) elected in Initial Investment
	S	section. If my/our contract is canceled within 30 days, Payments will be returned.]

### Statement of Applicant: I/We agree that the Contract I/we have applied for shall not take effect until the later of: (1) the issuance of the Contract, or (2) receipt by the Company at its Annuity Service Office of the first payment required under the Contract. The statements herein are true and complete to the best of my/our knowledge and belief and the information is correctly recorded. Does the annuitant or applicant(s) have any existing annuity or insurance policies? Will the purchase of this annuity replace or change any other insurance or annuity? If "YES", please complete below and attach transfer paperwork and any necessary state replacement forms ☐ Annuity ☐ Life Insurance Contract Number Issuing Company ☐ Annuity ☐ Life Insurance Issuing Company Contract Number I/we understand that unless I/we elect otherwise, the Maturity Date will be the later of the 1st of the month following the Annuitant's 90th birthday, or 10 years from the Contract Date (IRAs and certain qualified retirement plans may require distributions to begin by age 701/2). **Alternate Maturity Date** I/We acknowledge receipt of the current prospectus and understand that annuity payments and other values provided by the contract applied for, when based on the investment experience of the variable investment options are variable and are not guaranteed as to a fixed dollar amount. I have read the applicable fraud statement contained is the State Disclosures section. I certify my status as a citizen of the United States of America or a resident alien of the United States of America. Signature of Owner City, State Date (mm/dd/yyyy) Signature of Annuitant City, State Date (mm/dd/yyyy) Χ Χ Signature of Co-owner (if any) Signature of Co-annuitant (if any) **Agent Information A. Agent Certification** YES NO Does the annuitant or applicant have existing individual life insurance policies or annuity contracts? YES NO Will this contract replace or change any existing life insurance or annuity in this or any other company? B. Option ☐ Option A ☐ Option B1 ☐ Option B2 ☐ Option C ] **C. Agent Information** Signature of Primary Agent Printed Name of Primary Agent Percentage % State License ID Broker/Dealer Firm Broker/Dealer Rep Number Agent's Telephone Number Agent's E-Mail Address Name of Agent #2 Percentage % Name of Agent #3 Percentage % Name of Agent #4 Percentage %

Percentage %

Name of Agent #5

**Acknowledgments** 

Company Tracking Number: STP APP.09

TOI: A03I Individual Annuities - Deferred Variable Sub-TOI: A03I.002 Flexible Premium

Product Name: E-App (Jan, 2009)

Project Name/Number:

## **Rate Information**

Rate data does NOT apply to filing.

Company Tracking Number: STP APP.09

TOI: A031 Individual Annuities - Deferred Variable Sub-TOI: A031.002 Flexible Premium

Product Name: E-App (Jan, 2009)

Project Name/Number:

## **Supporting Document Schedules**

**Review Status:** 

Satisfied -Name: Application 01/21/2009

Comments:

Application is attached in the Forms Schedule tab for approval.

**Review Status:** 

Satisfied -Name: Statement of Variability 01/26/2009

Comments: Attachment:

Stmt of Variability.pdf

**Review Status:** 

Satisfied -Name: Certifications 01/26/2009

Comments: Attachments:

AR - Certification Reg 6 (Variable Contracts).pdf

AR - Certification.pdf

# STATEMENT OF VARIABILITY APPLICATION FORM #STP APP.09

This application is completed electronically to reflect the personal data unique to each owner, as well as the owner's selections from the choices made available by the Company at the time of application based on Class of Owner.

Below is a description of the variable bracketing contained in this application.

#### Variations – Company-Specific Data

The following items may be revised by the Company as necessary should changes to this Company-specific data occur in the future.

- P.O. Box address for the Company
- Overnight mailing address for the Company
- Company toll-free telephone number
- Company web address

#### Variations by Class of Owner

The following items may vary by Class of Owner. A class is defined as a group of owners with substantial commonality, such as date of issue, distribution channel through which the plan is offered, or by amount of initial deposit. Multiple variations may be available concurrently. For instance, the Investment Allocation options may differ between Distribution Channel A and Distribution Channel B. Class is determined by the Company on a non-discriminatory basis.

- Product –may vary by distribution channel.
- Contract Type/Source Funds Below are the Ownership Type and Plan Type variations currently available. We may add or delete types based on the Company's determination as to its target markets.
  - Ownership Type:
    - Individual
    - > Trust
    - Corporation
    - UMG/UTMA
    - Charitable Remainder Trust
    - Other
  - o Plan Type:
    - Traditional IRA
    - Roth IRA
    - SEP IRA
    - ➢ SIMPLE IRA
    - Inherited/Beneficiary IRA
    - > 403(b) Non-ERISA
    - > 403(b) ERISA
    - Individual 401(k)
    - Other
- Death Benefit This field will appear when an optional Death Benefit is available. The current optional Death Benefit is the Annual Step-Up Death Benefit rider. We may add optional riders approved subsequently or delete an approved optional benefit that will no longer be offered. Only the option chosen by the owner will be printed on the completed application.

#### STATEMENT OF VARIABILITY **APPLICATION FORM #STP APP.09**

- Optional Withdrawal Benefit This field will appear when an Optional Withdrawal Benefit is available. The Optional Withdrawal Benefits currently available are listed below. We may add optional riders approved subsequently or delete an approved optional rider that will no longer be offered. Only the option chosen by the owner will be printed on the completed application.
  - Income Plus for Life
    - Single Life
    - Joint Life
  - Principal Plus for Life plus automatic annual step-ups
- Initial Investment Allocations The owner will choose the initial allocations from the investments we make available. The current investment options are shown below. We may add or delete investment options at any time, as permitted by applicable law. Only those investment options chosen will be printed on the completed application.

Available Investment Options (if an Optional Withdrawal Benefit is NOT elected):

#### MFC Global Investment Management (U.S.A.) Ltd:

Lifestyle Aggressive Lifestyle Growth Lifestyle Balanced Lifestyle Moderate Lifestyle Conservative

#### Variable Portfolios:

American Funds American Asset Allocation

American Funds American Blue Chip Income & Growth

American Funds American Bond

American Funds American Fundamental Holdings American Funds American Global Diversification

American Funds American Global Growth

American Funds American Global Small Cap

American Funds American Growth

American Funds American Growth-Income

American Funds American High-Income Bond

American Funds American International

American Funds American New World

Capital Guardian Income & Value

Capital Guardian U.S. Large Cap

**Davis Financial Services** 

Davis Fundamental Value **DeAM Real Estate Securities** 

**Dimensional Disciplined Diversification** 

Franklin Mutual Shares

**GMO International Core** 

Jennison Capital Appreciation

Legg Mason Funds Management Core Equity

Lord, Abbet All Cap Value

Lord Abbet Mid Cap Value

Marsico International Opportunities

MFC GMI<sup>1</sup> American Fundamental Holdings

MFC GMI<sup>1</sup> Franklin Templeton Founding Allocation

MFC GMI<sup>1</sup> Index Allocation

MFC GMI<sup>1</sup> Mid Cap Index

MFC GMI<sup>1</sup> Pacific Rim

MFC Global U.S. High Income

MFC Global U.S. Small Cap Intrinsic Value

Munder Capital Small Cap Opportunities

PIMCO Global Bond

PIMCO Total Return

Pzena Classic Value

RCM/T. Rowe Price Science & Technology

T. Rowe Price Blue Chip Growth

T. Rowe Price Capital Appreciation Value

T. Rowe Price Equity-Income

T. Rowe Price Health Sciences

T. Rowe Price Small Company Value

Templeton International Small Cap

Templeton Global

Templeton International Value

UBS Global AM Global Allocation

Van Kampen Value

Wellington Management Core Allocation Plus

Wellington Management Investment Quality Bond

Wellington Management Mid Cap Intersection

Wellington Management Mid Cap Stock

Wellington Management Natural Resources

Wellington Management Small Cap Growth

Wellington Management Small Cap Value

Western Asset High Yield

Western Asset Strategic Bond

Western Asset U.S. Government Securities

#### Money Market:

MFC GMI<sup>1</sup> Money Market

**Dollar Cost Averaging:** 

6 Month DCA

12 Month DCA

<sup>&</sup>lt;sup>1</sup>MFC Global Investment Management (U.S.A.) Limited

# STATEMENT OF VARIABILITY APPLICATION FORM #STP APP.09

If an optional Guaranteed Minimum Withdrawal Benefit Rider is elected by the Owner, in lieu of the individual funds shown above, the available investment options will be a choice of Portfolios and Models that are periodically rebalanced.

Available Investment Options (when an Optional Withdrawal Benefit is elected):

#### MFC Global Investment Management (U.S.A.) Ltd:

Lifestyle Growth Lifestyle Balanced Lifestyle Moderate Lifestyle Conservative

#### Money Market:

MFC GMI<sup>1</sup> Money Market

#### **Dollar Cost Averaging:**

6 Month DCA 12 Month DCA

#### Variable Portfolios:

American Funds American Asset Allocation American Funds American Fundamental Holdings American Funds American Global Diversification

Franklin Templeton Founding Allocation MFC GMI<sup>1</sup> Index Allocation Trust

MFC GMI<sup>1</sup> Money Market

Dimensional Disciplined Diversification
T. Rowe Price Capital Appreciation Value
Wellington Management Core Allocation Plus

15% American Growth-Income

#### **Asset Allocation Models:**

#### 100% Balanced: Growth & Income 100% Balanced Toward Growth 100% Growth 5% American Global Small Cap 5% American Global Small Cap 5% American Global Small Cap 5% American Growth 10% American growth 5% Wellington Mid Cap Stock 5% Templeton Global 10% Templeton Global 15% American Growth 5% Van Kampen Value 5% Van Kampen Value 10% Templeton Global 15% Franklin Mutual Shares 20% Franklin Mutual Shares 5% Van Kampen Value 20% Franklin Mutual Shares 15% American Blue Chip Income & 15% American Blue Chip Income and Growth Growth 10% American Growth-Income 15% American Blue Chip Income and 10% American Growth-Income Growth

25% American Bond 15% American Bond

15% Wellington Investment Quality Bond 10% Wellington Investment Quality Bond 10% American Bond

#### Optional Dollar Cost Averaging Instructions

- Start Date currently this field is defined in the electronic system as mm/dd/yyyy. In the future the system will accept a value of simply dd.
- Source Fund Source Fund options may be added or deleted in accordance with changes in the Available Investment Options listed above. Listed below are the current Source Fund options.
  - > 6 month DCA
  - 12 month DCA
  - Money Market Fund
  - > Other Source Fund
- <u>Destination Funds</u> –The destination funds will be chosen from the Available Investment Options. Only those investment options chosen will be printed on the completed application
- State Disclosures The listing of exception states is bracketed to allow us to add or delete states that require a Fraud Warning notice that differs from the generic notice, based on individual state requirements. The state-specific notice area is also bracketed to allow for the addition or deletion of state-specific fraud warnings as state requirements change in the future.
- Notice for California owners/annuitants age 60 or older This may be revised as necessary to comply with future changes in California law.
- Agent Information B. Option we may add or delete options at any time.

<sup>&</sup>lt;sup>1</sup>MFC Global Investment Management (U.S.A.) Limited

#### **ARKANSAS CERTIFICATION**

# Rule and Regulation 6 (Variable Annuity Contracts)

John Hancock Life Insurance Company (U.S.A.)

Form Number(s): STP APP.09

On behalf of the John Hancock Life Insurance Company (U.S.A.) (the "Company"), I hereby certify that Rule and Regulation 6 has been reviewed and the Company is in compliance with the provision thereof.

Kathyrn Dowdell

Director - Product Compliance

Kathyn Dowdell

Signed at: <u>Boston, Massachusetts</u>

Date: \_\_1/26/2009\_\_\_\_

#### **ARKANSAS CERTIFICATION**

# John Hancock Life Insurance Company (U.S.A.) Form Number(s): STP APP.09

Having carefully reviewed the above numbered form, we hereby certify, to the best of our knowledge, information and ability, that:

- Said form conforms in all aspects to the provisions of Arkansas Rule and Regulation 19;
- Said form conforms in all aspects to the provisions of Arkansas Rule and Regulation 49;
- Said forms are exempt from ACA 23-80-206 (Flesch) due to the fact that such forms are securities, subject to federal regulations and must comply with requirements of the Securities and Exchange Commission.
- 4. Said form conforms in all aspects to the provisions of ACA 23-79-138 (Consumer Information Notice). NA for this rider filing. The required Consumer Information Notice is attached to the previously-approved base contracts with which these Riders will be issued.
- Said form contains no provision or provisions previously disapproved or called to our attention by the Insurance Department of Arkansas, except as follows: NONE

AVP, Product Management and Compliance.

Signed at: \_\_Boston, Massachusetts

Date: 1/26/2009 \_\_\_\_\_\_